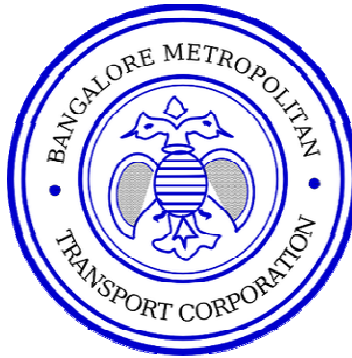


Expression of Interest (EoI)
for
Selection of Consultants for Asset
Monetization of Existing
Infrastructure/Assets/ Vacant Land Parcels
of Bangalore Metropolitan Transport
Corporation



Chief Traffic Manager (Com)
BMTTC, K H Road, Shanthinagar - 560027.
Tel: 080 22537575
e-mail : ctmc@mybmtc.com

1 Disclaimer

This Expression of Interest (EOI Document) for “Selection of Consultants for Asset Monetization of Vacant Land Parcels of Bangalore Metropolitan Transport Corporation” contains brief information about the scope of work and selection process for the Successful Bidder (or ‘Consultant’). The purpose of the Document is to provide the Bidders or Applicants with information to assist the formulation of their bid application (“the Application”).

While all efforts have been made to ensure the accuracy of information contained in this TENDER Document, this Document does not purport to contain all the information required by the Bidders. The Bidder or Applicant should conduct their own independent assessment, investigations and analysis and should check the reliability, accuracy and completeness of the information at their end and obtain independent advice from relevant sources as required before submission of their bid application. Bangalore Metropolitan Transport Corporation. (“BMTC” or “the Authority”) or any of its employees or advisors shall incur no liability under any law, statute, rules or regulations as to the accuracy or completeness of the TENDER Document.

BMTC reserves the right to change any or all conditions/ information set in this TENDER Document by way of revision, deletion, updating or annulment through issuance of appropriate addendum as BMTC may deem fit without assigning any reason thereof.

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Background

1.1 About BMTC

Bangalore Metropolitan Transport Corporation (BMTC) was formed as an independent Corporation with effect from 15-08-1997 after bifurcation from Karnataka State Road Transport Corporation, vide GO No. HTD/ 127/ TRA/ 96 dated 7-8-1997, in which it consisted of two Divisions headed by Director (BTS) since 1993. Prior to that since from 1961 it was under MSRTC/KSRTC.

Consequent upon the formation of BMTC, the organization was structured to function under a two-tier system- viz., Depots and the Corporate office and during 2011-12 the system was switched over to three tier structure viz, Depots, Divisions and Corporate office with a view to have closer liaison and better control.

BMTC envisages asset monetization of its existing land parcels in Bangalore with a view to increase the non-fare box revenues and improve the overall financial sustainability of BMTC. Hence this EOI is floated.

1.2 EOI Processing Fees

A non-refundable processing fee for Rs. 10,000/- (INR Ten Thousand only) in Demand Draft has to be submitted along with the EOI response. Bids received without or with inadequate EOI processing fees shall be liable to get rejected.

1.3 Venue & Deadline for submission of proposal

Proposal, in its complete form in all respects as specified in the EOI, must be submitted to BMTC at the address specified herein earlier. In exceptional circumstances and at its discretion, BMTC may extend the deadline for submission of proposals by issuing an addendum to be made available on the BMTC website, in which case all rights and obligations of BMTC and the bidders previously subject to the original deadline will thereafter be subject to the deadline as extended.

1.4 Validity of Offer

The offer for EOI as per this document shall be valid for a period of three (3) months initially which may be extended further if required by BMTC.

2 Detailed Scope of Work

2.1 Introduction

The Consultant shall study the various options for augmenting non-fare box revenues at all the probable sites in the influence area of the Bangalore Metropolitan Transport Corporation based on suitability and feasibility including but not limited to:

- Licensing of real estate spaces within bus terminals
- Commercial development at vacant plots in the nearby vicinity of BMTC operated routes, above station premises etc. on long term concession or suitable mode of PPP, Joint Venture etc.
- Advertisement inside station premises and on-board of buses
- Pay & use facilities within stations premises
- Co-branding of Station Terminals

List of Land Parcels proposed for asset monetization under the subject work is attached as Annexure-01.

2.2 Scope of the study

Work is proposed to be carried out in two phases:

Phase I

- A. Market Assessment Studies for Development of all stations and sites identified by the Employer
- B. Study of Existing vacant lands and Commercial space
- C. Feasibility & Financial **Business** Modeling
- D. Drafting of Bidding Documents for shortlisted sites based on Feasibility Reports

Phase II

- E. Bid Process Management and Transaction Advisory

Deliverables: The Consultant shall present an Inception Report encompassing the overall approach methodology and work plan, support required, key stakeholders etc. to be undertaken by the Consultant for completing the above scope of work in a time bound manner as per the terms of reference and key terms & conditions of this document.

Timelines: 2 weeks from Award

2.2.1 Phase I (A): Market Assessment Studies for Real Estate at stations

The Consultant shall conduct a market study all the probable sites and an opportunity assessment including study at available sites for market scenario, product-mix, key

lessees, uses, lease rentals payable, leasing rates, feedback of various stakeholders etc. to establish an understanding of demand for the uptake of the real estate planned to be developed inside the station building as well as within the premises of station land parcel and available land parcels in the influence area. The study shall also detail out the categories of establishments to be set up and identify the category-wise universe of brands, companies and institutions for this kind of real estate development. The study shall include meetings with developers and potential lessees and should be based on current market data available through primary and secondary analysis.

Key data points to assess the market demand for the various real estate projects is as follows:

S. No	Key Data points	
1	Market relevance	<ol style="list-style-type: none"> 1. Customer demographic profile: <ol style="list-style-type: none"> a. Age b. Employment industry c. Annual household income d. Wallet share (break up to understand customer spend behavior) 2. Key location assessment – location USP inclusive of parcels of land available, concentration of retail space, spend propensity of the primary catchment areas
		<ol style="list-style-type: none"> 3. Catchment area (within 3-5 KM) assessment (to understand the potential footfalls to the hub - distance, format types etc.) <ol style="list-style-type: none"> a. Nearby retail zones b. Corporate offices c. Residential zones d. Industry clusters e. Hospitality segment (Hotels/Restaurants) 4. Commutes and employment destination <ol style="list-style-type: none"> a. Transit/non-transit customer assessment b. Type of retail/services expected c. Potential footfalls to the hub during transit time
3	Footfall assessment	Assessing the potential footfall by mix of offerings in the hub:

EOI FOR SELECTION OF CONSULTANTS FOR ASSET MONETIZATION OF VACANT LAND PARCELS IN BMTC

S. No	Key Data points	
		<ol style="list-style-type: none"> 1. Retail space 2. F&B 3. Entertainment 4. Tourists (guests of the nearby hotels) 5. Transit travelers
4	Feasible development/retail mix	<ol style="list-style-type: none"> 1. Understand optimal retail mix for the target footfalls 2. Assess financial viability of proposed concept & product mix for maximized investment returns
5	Future retail concept	<ol style="list-style-type: none"> 1. Suggest concept for a future ready integrated retail hub 2. Leverage technology to enable innovative designs and concepts for delivering experiential retail 3. Assess financial viability of proposed concept & product mix for maximized investment returns
6	Resettlement & Rehabilitation (R&R)	<ol style="list-style-type: none"> 1. Consultant shall identify suitable R&R issues pertaining to the sites having an effect on the overall feasibility and viability of the prospective site & list down such issues especially in reference to accessibility, connectivity & feasibility of the subject site and criticality of such issues in overall implementation of the project. The Consultant shall also document possible mitigation measures to be undertaken by the Employer for resolving and towards mitigation of such issues.

2.2.2 Phase I (B) – Study of Real Estate Monetization for the available land parcels

Study the influence zone and land parcels identified for physical characteristics and usage. Prepare a conceptual master plan incorporating inter alia aspects of land use and optimum development mix and develop an overall ideal mix. The specific role of the Consultant would be the following:

- a) Existing Situation Analysis:**
- Demographic analysis
 - Analyze the existing land use, site conditions and ownership of available land parcels
 - Based on Existing Land Use map the Consultant will carry out SWOT Analysis from the socio-economic viability standpoint
 - Review of the Development Control Regulations (DCR). Ascertain Development control applicable to the subject site and designated use of land parcel if any.
 - Analyze the facilities and establishments in the vicinity
 - Interactions with various stakeholders including, Bangalore Municipal Corporation, South Western Railway, Collector's office, Namma Metro etc. or any other competent authority to assess and understand suitability of the proposed development model being proposed
 - Interact with lessees, private developer, facility management companies etc. to understand suitability of the proposed models
- b) Real Estate Trends, Proposed Development and Land Value**
- Location analysis & land price assessment
 - Forecast of Demand for Residential, Commercial and Industrial land use
 - Land absorption rates based on forecasted demand for residential, commercial and industrial land use
 - Identification of vacant/unused land parcels as per the list to be provided as part of this RFP or any other land parcels as identified by the Consultant
 - Land-use Analysis of such land parcels
 - Study the Catchment area (within 3-5 KM) assessment (to understand the potential footfalls to the hub - distance, format types etc.)
 - Nearby retail zones
 - Corporate offices
 - Residential zones
 - Industry clusters
 - Hospitality segment (Hotels/Restaurants)
 - Commutes and employment destination
 - Transit/non-transit customer assessment
 - Type of retail/services expected

- Potential footfalls to the hub during transit time
- Prioritize the land parcels based on broad parameters for which market assessment and financial feasibility shall be undertaken. This priority list of land parcels shall be mutually agreed by BMTC.
- Undertake market demand and supply assessment to determine the various possible real estate product mix that can be proposed on the shortlisted and agreed sites for maximizing revenue to BMTC.
- Kind of transactions prevailing in the area i.e. whether leasehold or freehold. In case of Lease hold, prevailing lease period, kind of lease given by the authorities along with lease rates, key terms and conditions of the lease agreements, commercial structure etc., taxes & cess related information, maintenance charges and other payables for such uses.

c) Benchmarking

The Consultant to be appointed for this assignment, shall carry out detailed case studies of the best practices and learning from similar projects from across the world and make clear and actionable recommendations on each of aforesaid items. The Bidder shall carry out benchmarking of at least 3-4 international best practices based on secondary research and present the findings to the Employer. Further, the Bidder shall be expected to carry out primary research and undertake interactions with at least 2-3 urban transport corporations across India for studying models and options of non-fare box revenue augmentation practices and present learnings, risks and success stories from similar projects in a holistic manner.

The Bidder shall study suitable regulatory and legislative framework adopted by peer public transport corporations across the world in general and specifically in India to present learnings from such studies in relation to land-use, planning, delegation, rights & permissions, contractual framework, implementation timelines etc. The objective of the above study shall be to present regulatory guidelines to the Employer for approval that will help in mobilizing private sector participation in implementation of the above projects.

Tentative duration: 14-Weeks from Award

Deliverable: The Consultant shall present Market Assessment Report as per the Terms of Reference as per the Eoi upon completion of Phase-1(A) and Phase-1(B).

2.2.3 Phase I (C) – Feasibility Assessment

Feasibility Assessment and Implementation Strategy

After successful completion of the market assessment, the Consultant shall finalize the top 10 sites in discussion with the Employer for which detailed feasibility study shall be conducted. Further, on approval by the Employer, the Consultant shall undertake feasibility assessment for each of the sites which shall include but not limited to the following:

a) Existing Situation Analysis:

- Demographic analysis of the catchment area;
- Analyze the existing land use, site conditions and ownership of details for the site;
- Carry out SWOT Analysis from the socio-economic viability standpoint for the particular site;
- Ascertain Development control applicable to the subject site and designated use;
- Analyze the facilities and establishments in the vicinity that would have influence on the proposed real estate development at the site;
- Identify potential R&R issues, accessibility, connectivity, infrastructure availability etc. and highlight the same to the Employer and to assess its impact on overall viability & financial feasibility;
- Interactions with various stakeholders or any other competent authority to assess and understand suitability of the proposed development model being proposed
- Interact with lessees, private developer, facility management companies etc. to understand suitability of the proposed product-mix

b) Real Estate Trends, Proposed Development and Land Value

- Location analysis and catchment analysis;
- Forecast of Demand for Residential, Commercial, institutional and other uses;
- Land absorption rates based on forecasted demand for residential, commercial and industrial land use
- Use Analysis including but not limited to the following:
 - Study the Catchment area (within 3-5 KM) assessment (to understand the potential footfalls to the hub - distance, format types etc.)
 - Nearby retail zones
 - Corporate offices
 - Residential zones
 - Industry clusters
 - Hospitality segment (Hotels/Restaurants)

- Commutes and employment destination
 - Transit/non-transit customer assessment
 - Type of retail/services expected
 - Potential footfalls to the hub during transit times
- Undertake market demand and supply assessment to determine the various options for real estate product mix, development size, size of projects etc. that can be proposed to maximize revenues;
 - Forecasting of futuristic real estate development based on the overall macro and micro economic factors and regulatory framework (GST, RERA etc.) in perspective of the particular sites
 - Assess kind of transactions prevailing in the area i.e. whether leasehold or freehold. In case of Lease hold, prevailing lease period, kind of lease given by the authorities along with lease rates, key terms and conditions of the lease agreements, commercial structure etc., taxes & cess related information, maintenance charges and other payables for such uses.
 - Suggest 2-3 options for proposed real estate development at the site and suggest the most preferred option for implementation
- c) Financial Analysis & Project Structuring**
- Prepare conceptual drawings and layout for the proposed facility based on the product-mix identified and finalized by the Consultant
 - Wherever conceptual drawings are prepared by any architectural firms/ technical consultants appointed by the Employer, the Bidder shall be required to work closely with such appointed third parties to understand, suggest and incorporate the same in the feasibility assessment;
 - Prepare block cost estimates and/or arrive at block cost estimates in discussion with third parties appointed by the Employer and identify means of financing based on various funding schemes available, convergence with other central & state government schemes, ideal mix of debt & equity etc.
 - Develop economic and financial models for each project/ real estate project and also for the overall corridors
 - Develop a comprehensive business plan for revenue maximization from each site.
 - Assisting BMTC in identification of project risks and in allocation of the same in an efficient and economic manner

- Detailed financial analysis including preparation of financial statements, scenarios analysis, VfM analysis, economic analysis, funding scenarios etc.
 - Development of various possible alternatives for project structuring including revenue maximization and suggest an optimal product mix which give maximum returns based on all requisite studies and analysis of the same.
 - Advising on tax-related issues arising out of the project structuring, preparation of a consolidated list for approvals / consents / clearances required from Government instrumentation.
 - Suggest 2-3 options for proposed real estate development at the site and suggest the most preferred option for implementation
- d) Marketing strategy**
- Develop a strategy including stakeholder interactions, communications to public at large, and private participation
 - Interact with key stakeholders from the real estate sector including private developers, key government authorities etc. and assess their feedback on the proposed project structure and highlight key issues based on stakeholder feedback
 - The Consultant shall suggest marketing strategy to attract Anchor Investors, Lessees and Developer.

Tentative duration & Deliverables:

- *Submission of Draft Feasibility Reports: 14 Weeks from approval of Market Assessment Report*
- *Submission of Final Feasibility Reports: 18 weeks from approval of Market Assessment Report*

2.2.4 Phase I (D): Drafting of Bidding Documents and its approvals

Based on the viability of the projects, their project structures and commercial framework, the Consultant shall undertake transaction advisory for each of these projects. The following will be the categories under which work is envisaged:

- Finalize the proposed project structure and term-sheet for implementation and procurement method to be adopted;
- Draft MoU for joint development in case of land parcel does not belong to the Employer and suggest key terms and conditions for negotiations of the MoU;
- Assessment of suitable project structure for implementation such as PPP/ BOT/

Management Contracts, construction contracts etc.

- Drafting of RFQ, RFP, Concession Agreement, Lease/ License Agreements, EPC contract agreement, cash contracts, management contracts etc. and various schedules for procurement based on the feasibility study and agreed project structure;
- Interact with the Employer or any other committees appointed for the purpose for finalization and approval of the bidding documents;
- Submit final and approved bidding documents after taking due approval from the Employer or any other committees/ competent authority appointed for the purpose

Tentative duration & Deliverables:

- *Submission of Draft Bidding Documents and its schedules: 4 Weeks from approval of Feasibility Reports*
- *Submission of Final Bidding Documents: 2 weeks from approval of Draft Bidding Documents*

2.2.5 Phase II– Bid Process Management

- Transaction advisory for the land parcels/ projects to be developed on PPP basis or any other project structure finalized in consultation with the Employer including revision of the bidding documents
- Marketing the projects to prospective bidders and real estate developers so as to assess their feedback on the bidding documents and active participation
- Conducting road shows in conjunction with stakeholders such as CREDAI, FICCI and other real estate forums to create interests and awareness about the projects
- Conducting pre-bid meetings and drafting amendments including corrigendums and addendums to the bidding documents
- Approval from the Employer or committee formed for the purpose at various stages as necessary
- Bid Process Management and recommendations for selection of preferred bidder
- Assist in negotiations with preferred bidder
- Documentation support
- Assistance in signing of Concession Agreement/ Contract Agreement and assistance to the Employer till financial closure of the Projects

3 Instruction to Consultants

The Expression of Interest is to be submitted in the manner prescribed below:- All information as detailed below is to be submitted in two hard copies in separately sealed envelopes:- a) Applicant's Expression of Interest b) Organizational Contact Details. c) Experience of the organization d) List of five (05) experts/ consultants on payroll e) Financial strength of the company f) Additional information. g) Declaration. h) Power of Attorney in favour of Authorized Signatory with long and short signatures of Authorized person. i) Consultancy organization must have its office in Bangalore.

All information as detailed below is to be submitted in two hard copies in separately

- Applicant's Expression of Interest as per Form-1.
- Organizational Contact Details as per Form-2.
- Experience of the organization as per Form-3.
- List of three (03) experts/ consultants on payroll as per Form-4.
- Financial strength of the company as per Form-5.
- Additional information as per Form-6.
- Power of Attorney in favour of Authorized Signatory with long and short signatures of Authorized person as per Form-7
- Consultancy organization must have its office in Bangalore.

EOI Documents have been hosted on the website BMTC and may be downloaded from the website: www.mybmtc.com.

The bidders are expected to examine all instructions, forms, terms and other details in the EOI document carefully. Failure to furnish complete information as mentioned in the EOI document or submission of a proposal not substantially responsive to the EOI documents in every respect will be at the Bidder's risk and may result in rejection of the proposal.

4 Qualification Criteria:

Following will be the minimum pre-qualification criteria. Each eligible consultant should possess all the following pre-qualification criteria. Responses not meeting the minimum pre-qualification criteria will be rejected and will not be evaluated.

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LAND PARCELS IN BMTC

Sr. No.	Pre-qualification Criteria	Supporting Compliance document
1.	The applicant shall be a Registered company/ partnership firm registered under the Indian Companies Act, 1956/ the partnership Act, 1932 and who have their registered offices in India and must have an office in Bangalore	Copy of Certificate of incorporation and Partnership Deed, if any
2.	The firm should be in the business of providing similar consultancy services for at least 03 years as on 31 st March 2022.	Certificate by Statutory Auditor
3.	The Bidder has to be profitable and should not have incurred loss in any of the last 3 consecutive Financial Years	Audited Financial Statements for last three financial years
4.	The Bidder should have an annual turnover of Rupees 1,00,00,000/- in each of the last 3 consecutive Financial Years, from similar nature of work.	CA certified document with name of CA registration number, signature and stamp
5.	The Bidder shall have experience of providing: (i). Three similar completed consultancy services to Central Govt./State Govt./PSUs/Govt. bodies in India costing not less than Rs.35,00,000/- each or (ii). Two similar completed services costing not less than Rs.50,00,000/- each or (iii). One similar completed services costing not less than Rs. 1,00,00,000/-	Copy of Work Order / completed work details including satisfactory certificate from the clients.
6.	The bidder should not be blacklisted by any Central Govt. / State Govt. / PSU/Govt./Corporate bodies	
7.	PAN No. / GST Registration Certificate	

5 Evaluation Criteria and Method of Evaluation:

- Screening of EOIs shall be carried out as per eligibility conditions mentioned in this document and based on verification of testimonials submitted.
- EOI will be evaluated for short listing inter alia based on their past experience of handling similar type of project, strength of their manpower, financial strength of firm and presentation / proposal to the selection committee whose decision will be final.
- Agencies who qualify as per the eligibility conditions will be provided a brief about the project. The agencies may be required to make a presentation, if required, to a selection committee show-casing their proposals.
- BMTC will take up references and reserves the right to pay due heed to the Bidder's performance elsewhere and any past experience.
- Short listed agencies will be issued Bid Documents for submission of the Request for Proposal for submission of the financial bids.

6 Response:

Bidders must ensure that their Bid response is submitted as per the formats attached with this document. Special comments on the objectives and scope of the service projected in the enquiry may also be submitted along with the offer.

Application in sealed cover super scribed, as "EOI for Engagement of Consultant for Asset Monetization in Bangalore Metropolitan Transport Corporation".

7 Conflict of Interest:

Where there is any indication that a conflict of interest exists or may arise, it shall be the responsibility of the Bidder to inform BMTC, detailing the conflict in writing as an attachment to this Bid.

BMTC will be the final arbiter in cases of potential conflicts of interest. Failure to notify BMTC of any potential conflict of interest will invalidate any verbal or written agreement.

A Conflict of Interest is where a person who is involved in the procurement has or may be perceived to have a personal interest in ensuring that a particular Bidder is successful. Actual and potential conflicts of interest must be declared by a person involved in a Bid process.

8 Condition under which EOI is issued:

The EOI is not an offer and is issued with no commitment. BMTC reserves the right to withdraw EOI and or vary any part thereof at any stage. BMTC further reserves the right to disqualify any bidder, should it be so necessary at any stage.

9 Last date of submission of EOI:

The last date of submission of EOI is **02-03-2023 (17.30 hrs.)**.

Eoi Opening Date & Time is **06-03-2023 (16.00 hrs.)**.

10 Key Staff Requirement – Minimum requirement

Sr. No.	CV Position	Minimum Experience (Years) & Basic Qualification	Description
i)	Team Leader	Length of Exp. - 15 years Basic Qualification: MBA /C.A./ CFA	<ul style="list-style-type: none"> Should have post-qualification experience of managing at least 5 consulting assignments in the transport sector during the last 5 years across the areas of market assessment/ feasibility / strategy / transaction advisory etc. Out of these atleast 1 assignment should be in the rail sector involving enhancement of non-fare box revenue sources.
ii)	Real Estate Expert	Length of Exp. -12 years Basic Qualification: Masters in Architecture/ Urban Planning/ Infrastructure Planning/ Civil/	<ul style="list-style-type: none"> Should have post-qualification experience working on at least one rail project in non-fare box revenue enhancement. Should have post-qualification experience working on market and demand assessment studies in the real estate sector

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		Management	
iii)	PPP Expert	Length of Exp. -10 years Basic Qualification: Graduate with PG degree in management	<ul style="list-style-type: none"> Should have post-qualification experience of working on completed PPP projects including feasibility studies, project structuring and transaction advise in development of at least 2 urban transport projects, of which one should be of urban rail.
iv)	Financial Expert	Length of Exp. - 5 years Basic Qualification: MBA/CA/CFA/	<ul style="list-style-type: none"> Should have post-qualification experience of working on financial modelling for atleast 3 infrastructure Projects
v)	Legal Expert	Length of Exp. -10 years Basic Qualification: graduation in Law	<ul style="list-style-type: none"> Should have post-qualification experience as legal expert on at least 3 completed infrastructure projects on PPP basis.

11 Contract Schedule

The consultancy services contract is envisaged for completion of activities as mentioned in the RFP for Phase-I & II. However at the end of Phase-I, the Authority at its discretion shall have the right to terminate the contract. In case it is decided by the Employer to terminate the contract after completion of Phase-1 then the selected bidder shall have no objection for termination of its services under this contract. This clause shall be read independently and does not limit termination of this Agreement in case of a default under the various provisions of this Agreement.

12 Reviews

BMTC or any third party appointed by the Authority shall make periodic reviews of the progress of the work and provide all necessary approvals as required.

For this Purpose, the Bidders are required to nominate one personnel from Key Experts who shall be nominated at the time of submission of bids as Project Coordinator. or a designated Project Manager to be present at all times in BMTC for conducting periodic reviews related to the Project.

13 Point of Contact for Necessary Clarifications

BMTC shall nominate **Estate Officer, BMTC** for seeking necessary clarifications regarding the scope of work to be carried out as per the TOR of this document.

Sd/-
Chief Traffic Manager(Com),
Tender Inviting Authority.

Bid Forms

Form-1: INFORMATION TO CONSULTANT/

[Location, Date]

From: (Name of Consultant/ Firm)
Employer)

To: (Name and Address of

Dear Sir

Subject:

We, the undersigned, offer to provide Consulting Services for the above Work in accordance with your Request for Proposal dated [Date], and our Proposal. We are hereby submitting our Proposals, which include this Technical Proposal, and a Financial Proposal sealed under a separate envelope.

If negotiations are held during the Period of Validity of the Proposal, i.e., before [Date] we undertake to negotiate on the basis of the Proposed Staff. Our Proposal is binding upon us and subject to the modifications resulting from Contract Negotiations.

We understand you are not bound to accept any Proposal you receive.

Yours sincerely

Authorized Signature:

Name and Title of Signatory:

Name of

Consultant/

Firm: Address:

Form-2: CONSULTANT/ FIRM'S REFERENCES

Relevant Services carried out that best illustrate Qualifications

Using the Format below, provide Information on each Reference Assignment for which your Firm / Entity, either individually as a Corporate Entity or as one of the Major Companies within an Association, was legally contracted.

Assignment Name:		Location:
Name and address of Employer:		
Start Date (Month / Year):	Completion Date (Month / Year):	Approx. Value of Services (Rs.):
Name of Associated Consultant/ Firms, if any:		
Name of Senior Staff (Project Director / Coordinator, Team Leader) involved and Functions performed:		
Description of Project and services provided by your staff		

Consultant/ Firm's Name: _____

From-3: EXPERIENCE OF THE ORGANIZATION

SR No.	Agreement No. & Year	Name of Project	Date of Work order & completion	Date	Project Cost

Consultant/ Firm's Name: _____

From-4: TEAM COMPOSITION AND TASK ASSIGNMENTS

Key Experts

Sl. No.	Name	Position	Task
1.			
2.			
3.			

Support team

Sl. No.	Name	Position	Task
1.			
2.			
3.			

Consultant/ Firm's Name: _____

**Form-4: FORMAT OF CURRICULUM VITAE (CV) FOR PROPOSED KEY PROFESSIONAL
STAFF**

1. **Proposed Position** [*only one candidate shall be nominated for each position*]: _____

2. **Name of Staff** [*Insert full name*]: _

3. **Date of Birth:** ____ **4.Nationality:** _____

5. **Education** [*Indicate college/university and other specialized education of staff member, giving names of institutions, degrees obtained, and dates of obtainment*]: _____

6. **Membership of Professional Associations:** ____

7. **Other Training** [*Indicate significant training since degrees under 5 - Education were obtained*]: ____

8. **Countries of Work Experience:** [*List countries where staff has worked in the last ten years*]:____

9. **Languages** [*For each language indicate proficiency: good, fair, or poor in speaking, reading, and writing*]:

10. **Employment Record** [*Starting with present position, list in reverse order every employment held by staff member since graduation, giving for each employment (see format here below): dates of employment, name of employing organization, positions held.*]:

From [Year]: To [Year]: _____

Employer: _____

Positions held: _____

<p>11. Detailed Tasks Assigned</p> <p><i>[List all tasks to be performed under this assignment]</i></p>	<p>12. Work Undertaken that Best Illustrates Capability to Handle the Tasks Assigned</p> <p><i>[Among the assignments in which the staff has been involved, indicate the following information for those assignments that best illustrate staff capability to handle the tasks listed under point 11.]</i></p>
	<p>Name of assignment or project: _____</p> <p>Year: _____</p> <p>Location: _____</p> <p>Client: _____</p> <p>Main project features: _____</p> <p>Positions held: _____</p> <p>Activities performed: _____</p>

Certification:

I, the undersigned, certify that to the best of my knowledge and belief, these Data correctly describe me, my qualifications, and my experience.

[Signature of Staff Member or Authorized Representative of the Consultant/ Firm]

Date: Day / Month / Year

Consultant/ Firm's Name: _____

Form-5: FINANCIAL INFORMATION

	FY: 2019-20	FY2020-21	FY2021-22
Annual Turnover from professional fees from Consulting Services (INR crore)			

Note:

The Consultant/Firm shall submit certificate from Chartered Accountant along with audited financial statements for these years along with their Technical Proposal

Consultant/ Firm's Name: _____

Form-6: ADDITIONAL INFORMATION

Consultant/ Firm's Name: _____

Form-7: POWER OF ATTORNEY

(To be on non-judicial stamp paper of appropriate value as per Stamp Act relevant to place of execution. Foreign companies submitting Bids are required to follow the applicable law in their country)

(Power of Attorney to be provided by the Bidder Company/ Bidder in favour of its representative as evidence of authorized signatory's authority)

Know all men by these presents, we (name and address of the registered office of the Bidding Company or Bidder) do hereby constitute, appoint and authorize Mr./Ms.....S/o.....(name and residential address) who is presently employed with us and holding the position of as our Attorney to do in our name and our behalf all or any of the acts, deeds or things necessary or incidental to submission of our Bid for '.....' [Name of the work] for _____ in response to the Bid (Tender No.).....issued by Bangalore Metropolitan Transport Corporation (CLIENT) (the Employer) including signing and submission of the Bid and all other document related to the bidding, including but not limited to undertakings, letters, certificates, acceptances, clarifications, guarantees or any other document which the Company may require us to submit and also signing and executing the Contract Document. The aforesaid Attorney is further authorized for making representations to the Company or any other authority, and providing information / responses to the Company, representing us in all matters before the Company, and generally dealing with the Company in all matters in connection with our Bid till the completion of the bidding process as per the terms of the Bidding Document and further till the Contract is entered into with the Company and thereafter till the expiry of the Contract.

We hereby agree to ratify all acts, deeds and things done by our said attorney pursuant to this Power of Attorney and that all acts, deeds and things done by our aforesaid attorney shall be binding on us and shall always be deemed to have been done by us.

All the terms used herein but not defined shall have the meaning ascribed to such terms under the Bidding Document.

EOI FOR SELECTION OF CONSULTANTS FOR ASSET MONETIZATION OF VACANT
LAND PARCELS IN BMTC

Signed by the within named [Insert the name of the executant company]
through the hand of

Mr.....

Duly authorized by the Board to issue such Power of Attorney by board resolution

Dt.....

(Copy enclosed

Dated this day of

Accepted.....

Signature of the executant)

(Name, designation and address of the executant)

Attested

.....

(Signature of the executant)

(Name, designation and address of the executant)

.....

Signature and stamp of Notary of the place of execution

Common seal of has been affixed in my/our presence pursuant to Board of
Director's Resolution dated

WITNESS

1.

(Signature)

Name

Designation

2.

(Signature)

Name

Designation

Notes:

1. The mode of execution of the power of attorney should be in accordance with the procedure, if any, laid down by the applicable law and the charter document of the executant(s) and the same should be under common seal of the executant affixed in accordance with the applicable procedure. Further, the person whose signatures are

to be provided on the power of attorney shall be duly authorized by the executant(s) in this regard.

2. In the event, power of attorney has been executed outside India, the same needs to be duly notarized by a notary public of the jurisdiction where it is executed.
3. Also, wherever required, the executant(s) should submit for verification the extract of the charter document and document such as a board resolution / power of attorney, in favour of the person executing this power of attorney for delegation of power hereunder on behalf of the executant(s).

Annexure - 1: List of Land Parcels

----- End of Document-----

Annexure-1

Tentative list of lands for Asset Monetization (Proposal)

Sl.No.	Location	Hobli	District	Sy No.	Area (A-G)	Acquiring/transferring agency	Land Type (Lease/Own)	Status.
1	Anjanapura 5th Block	Uttarahalli	Bangalore(U)	CA-13	00-23	BDA	Lease	Vacant(compound)
2	Arehalli	Uttarahalli	Bangalore(U)	28	10-00	Revenue	Own	Vacant (8 acres compound)
3	Bettahalli	Dasanapura	Bangalore(U)	30	6-00	Revenue	Own	Vacant (compound)
4	Bettahalli	Dasanapura	Bangalore(U)	38	3-00	Revenue	Own	Vacant (compound)
5	BIAL	Yalahanka	Bangalore(U)	2	1-14	KHB	Own	Vacant (Residential)
6	Bidadi	Bidadi	Ramanagar	16, 17	02-26	Revenue	Own	Vacant
7	Bommashettihalli	Dasanapura	Bangalore(U)	61	5-15.	Revenue	Own	Vacant (compound)
8	Bylakonenahalli	Dasanapura	Bangalore(U)	21	1-04	Revenue	Own	Vacant(compound)
9	Chikkabettahalli	Yalahanka	Bangalore(U)	14	5-24	Revenue	Own	Depot-45 & Vacant land
10	Gattihalli	Sarjapura	Bangalore(U)	175	1-39.	Revenue	Own	Vacant(compound)
11	Gundur	Bidarahalli	Bangalore(U)	66	1-05	Revenue	Own	Vacant
12	Hadosiddapura	Varthur	Bangalore(U)	62	1-27	Revenue	Own	Vacant(Fenced)
13	Huttanahalli	Jala	Bangalore(U)	148	7-22	Revenue	Own	Vacant(compound)
14	Kadaranahalli	Dasanapura	Bangalore(U)	42	21-10	Revenue	Own	Vacant(Fenced)
15	Kathriguppe, Bhavani HBCS	Uttarahalli	Bangalore(U)	CA 01 A	00-20	BDA	Lease	Vacant
16	Kengeri	Kengeri	Bangalore(U)	33/27/504	00-04	KSRTC	Own	Vacant (Commercial Space)
17	Kurubarahalli	Tavarekere	Bangalore(U)	116	05-00	Revenue	Own	Vacant
18	Mallapura	Kasaba	Bangalore(U)	5/1, 5/2	00-20	KIADB	Own	Vacant (Fenced)
19	Mandur	Bidarahalli	Bangalore(U)	64	2-24	Revenue	Own	Vacant
20	Mandur	Bidarahalli	Bangalore(U)	155	25-00	Revenue	Own	Depot-47 & Vacant land
21	Mandur	Bidarahalli	Bangalore(U)	128	3-00	Revenue	Own	Vacant
22	Mattahalli	Dasanapura	Bangalore(U)	41B/1,2	16-00	Revenue	Own	Vacant
23	Nagarabhavi 10th Block 2nd stage	Yashavanthapura	Bangalore(U)	CA 6/12	2-23	BDA	Lease	Vacant
24	Nagarabhavi 10th Block 2nd stage	Yashavanthapura	Bangalore(U)	CA 6/11	0-25	BDA	Lease	Vacant

